

Message Text

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ACTION EA-07

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /015 W

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R 100245Z SEP 74

FM AMCONSUL AUCKLAND

TO USDOC WASHDC

INFO SECSTATE WASHDC 412

AMEMBASSY WELLINGTON

UNCLAS AUCKLAND 202

EO 11652: NA

TAGS: BFOL NZ

SUBJECT: PRIVATE TRADE OPPORTUNITY - SAMUEL PARKER LTD. AUCKLAND

REF AUCKLAND 166 AND OM AUGUST 21.

THE REFERENCED TRADE OPPORTUNITY CONCERNED A COMPLETE PLANT FOR ROLL FORMING AND SHAPING OF RAIN WATER OR RAIN CARRYING SYSTEMS AT AN ESTIMATED COST OF AROUND US \$1,000,000. COMMERCE TRADE OPPORTUNITY NOTICE NUMBER 009237 DATED 5 AUGUST 74 DISTRIBUTED THIS OPPORTUNITY TO 18 AMERICAN COMPANIES.

TO DATE MR BARRY CLAUSEN OF SAMUEL PARKER LTD. HAS HAD A FAST REPLY FROM ALUMCO, TOLEDO, OHIO AND THREE REPLIES FROM COMPANIES NOT SUPPLYING THE EQUIPMENT SOUGHT.

MR CLUSEN, AND A FELLOW EXECUTIVE FROM SAMUEL PARKER LTD PLAN VISITING THE UNITED STATES IN OCTOBER TO SEE ALUMCO AND WOULD LIKE TO CALL ON OTHER FIRMS WHO WOULD BE INTERESTED IN DISCUSSING AND SUPPLYING THE EQUIPMENT REQUIRED.

IN ITS DISCRETION WOULD COMMERCE RECOMMEND FIRMS IN ADDITION TO ALUMCO, WHICH MR CLAUSEN AND HIS ASSOCIATE MIGHT INCLUDE IN THEIR ITINERARY WHEN VISITING THE UNITED STATES IN OCTOBER.

THIS IS BELIEVED A WELL WORTH WHILE SALES PROSPECT AND COMMERCE'S RESPONSE AS SOON AS POSSIBLE WOULD
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BE APPRECIATED.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 10 SEP 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974AUCKLA00202
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740254-0336
From: AUCKLAND
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740961/aaaabzqt.tel
Line Count: 62
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: AUCKLAND 166 AND OM AUGUST 21.
Review Action: RELEASED, APPROVED
Review Authority: smithrj
Review Comment: n/a
Review Content Flags:
Review Date: 12 JUL 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <12 JUL 2002 by maustmc>; APPROVED <30 JAN 2003 by smithrj>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRIVATE TRADE OPPORTUNITY - SAMUEL PARKER LTD. AUCKLAND
TAGS: BFOL, NZ
To: COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005